

## Message Text

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15

ORIGIN COME-00

INFO OCT-01 ARA-16 ADP-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

OMB-01 SCEM-02 INT-08 NSC-10 /103 R

66611

DRAFTED BY COM/BIC/OED/MEPD:TJASPER

APPROVED BY EB/OCA/REP:RCJORGENSEN

COM/BIC/OED/MEPD:JMSANDS

COM/BIC/OED/MEPD:CATKINS

COM/BIC/OIM:HLINDOW (PHONE)

STATE-ARA/EP:DWEBER (PHONE)

----- 049147

R 242123Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

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E.O. 11652: N/A

TAGS: ENRG, EC

SUBJECT: MCKEE BID ON PETROLEUM REFINERY

REF: QUITO 4361; QUITO 4167

1. MCKEE MANAGEMENT INDICATES THAT ANY DEVIATION FROM THE PROPOSAL AS PRESENTED WOULD NOT BE IN THE BEST INTERESTS OF CEPE OR THE ECUADORIAN ECONOMY SINCE A GUARANTEED MAXIMUM AT THIS TIME WOULD INCLUDE COSTLY CONTINGENCIES. MCKEE IS THEREFORE DISINCLINED TO ACCEPT EMBASSY RECOMMENDATIONS.

2. WE FEEL THAT THERE MAY BE SOME MISUNDETSTANDING BY THE ECUADORIANS REGARDING THE TERM "REIMBURSABLE." (FYI: REIMBURSABLE IS SYNONYMOUS WITH COST PLUS FIXED FEE) MCKEE'S BID IS A COST PLUS FIXED FEE BID. THE BUYER ACTUALLY DISBURSES THE LOAN FUNDS FOR EQUIPMENT AND WOULD THUS MAINTAIN

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COMPLETE CONTROL. PERHAPS EMBASSY MAY WISH TO CLARIFY THIS

SUBJECT WITH APPROPRIATE AUTHORITIES.

3. WE FEEL IT WOULD BE UNFORTUNATE IF ONLY U.S. CONTENDER  
WERE ELIMINATED BECAUSE OF A MISUNDERSTANDING. THEREFORE  
RECOMMEND THAT EMBASSY CONTINUE TO IMPRESS UPON CEPE AND  
GOVERNMENT OFFICIALS THE OFFICIAL INTEREST U.S. GOVERNMENT  
IN THIS PROJECT.

DECONTROLLED FOLLOWING 8/24/74. RUSH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 AUG 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973STATE169223  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** TJASPER  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730816/aaaaalkh.tel  
**Line Count:** 70  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** QUITO 4361; QUITO 4167  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 18 JAN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <18-Jan-2002 by martinjw>; APPROVED <01 MAR 2002 by golinofr>  
**Review Markings:**

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EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MCKEE BID ON PETROLEUM REFINERY  
**TAGS:** ENRG, EC  
**To:** QUITO  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005